# NAME

Mobile: +91 9XXXXXX

E-Mail: [xxx.xxxxx@gmail.com](mailto:xxx.xxxxx@gmail.com)

**Career Objective:**

To excel in my profession by continuous learning and application of my knowledge and be a key catalyst in increasing profitability and growth of the organization.

**EDUCATION**

|  |  |  |  |
| --- | --- | --- | --- |
| Degree/Certificate | Specialization Major/Minor | University | Year of Passing |
| PGPM | Finance/Marketing | Lal Bahadur Shastri Institute of Management | 2008 |
| B.A. Journalism (H) | Print and Electronic media | Delhi University | 2005 |

**PROFESSIONAL SUMMARY**

A self-motivated professional possessing a one year experience in Hospitality Industry

Domain expertise across industries like:

* Journalism & Mass Communication in print and electronic media.
* **Extremely comfortable in handling client interactions.**
* Experience of working on a number of cross-functional teams.

**CORE COMPETENCIES**

* Business and Financial Analysis
* Good Communication skills
* Have a willingness to learn
* Hard working, committed and a team player

**SUMMARY OF WORK EXPERIENCE**

***At Mahindra Holidays and Resorts India Ltd: ((June'08-Aug'09)***

Key Focus Areas

* Concept selling of holidays in the resorts
* Sell the experience for lifetime holidays to clients.
* During this period, i met Number of HNI clients This was also sometimes done by cold calling I had to make them understand as to why they need a break in our resort. I was able to meet my targets.
* I was also a part of the Resort Financing team where i had to work towards getting clients to invest in our upcoming projects.
* I also got a holistic experience of working in the cross functional department.

**SUMMARY OF WORK EXPERIENCE IN OTHER COMPANIES AS SUMMER TRAINEE**

***At Ernst and Young India Ltd: (April 07 - Aug 07)***

* Rationale: To understand the “*Evolution of Downstream Steel Sector in Indiaa*”.
* Rationale: To understand the “*Tourism Sector in India*”.

***At Infrastructure Leasing and Financial Services ((IL&FS): (Sept 07 - Dec 07)***

* Prepared project report and financial module on the financing of the sub debt to Adani Enterprises Ltd. to understand project financing
* Prepared a report on the Infrastructure Development in India to study prospects of infrastructure development in various sectors

***At Press Trust of India (PTI): (Jul 05 - Oct 05)***

* Trainee as business journalist in Markets and Finance

**PROJECTS UNDERTAKEN DURING PGDM AT LBSIM**

* Financial Analysis of companies and financial performance comparison
* Study of 4P’s of marketing in reference to FMCG sector
* Neogi and Vikas Case study on different corporate finance practices
* Portfolio Valuation of Bajaj Auto Limited
* Understanding of churning of portfolio through the Bajaj Auto Ltd Case

* Brand Equity of Parachute vis-à-vis its competitors: A comparative study of Parachute and its competitors based on five basic elements of Brand Equity.

**EXTRACURRICULAR ACTIVITIES**

* Media Coordinator at LBSIM
* Member of the Newsletter Committee of LBSIM.
* Participated in various case study competition and paper presentations organized by various B-schools.
* Participated in various music and debate competitions organized by various clubs

**.............................................**